

Message Text

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PAGE 01 STATE 233269

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FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

UNCLAS STATE 233269

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJECT: PROPOSALS FOR NEW SCIENTIFIC AND TECHNOLOGICAL COOPERATION
ACTIVITIES

REF: A) BUCHAREST'S 4348, 20 SEPT. 1974 B) STATE 206780, 19 SEP 74

1. SNYDER ASSOCIATES, INC., WEST AVENUE, ESSEX, CONN., ONE OF THE
FIRMS THAT REQUESTED THE COMPLETE LIST OF ROMANIAN PROPOSALS,
HAS WRITTEN FURTHER EXPRESSING AN INTEREST TO ACT AS A CONSULTANT
TO THE ROMANIANS IN FINDING US PARTNERS. COPIES OF THE CORRESPONDENCE,

COMPANY BROCHURE, AND RESUMES OF COMPANY EMPLOYEES ARE BEING POUCHED.

2. SNYDER IS A "MANAGEMENT CONSULTING ORGANIZATION WHICH SPECIALIZES
IN ASSIGNMENTS WITH FIRMS MANUFACTURING INDUSTRIAL TECHNICAL
PRODUCTS WHO ARE INTERESTED IN EXPANDING OR IMPROVING THEIR
INTERNATIONAL BUSINESS." ACCORDING TO THE COVERING LETTER, "WHEN
RETAINED BY A FOREIGN CLIENT FOR A SPECIFIC TASK WE STUDY THE
FIELD FROM BOTH A TECHNICAL AND BUSINESS POINT OF VIEW. THEN
WE SELECT THE MOST SUITABLE TECHNOLOGY, EQUIPMENT, AND COMPANY(IES)

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AND ARRANGE A TECHNOLOGICAL RELATIONSHIP FOR OUR

CLIENT." WE WILL TRY TO DEVELOP ADDITIONAL INFORMATION ON SNYDER.

3. IN ADDITION TO SNYDER AND FIRMS LISTED IN REF B, FOLLOWING
FIRMS HAVE REQUESTED COMPLETE LIST:

CAL WORLD EXPORTS, INC., COVINA, CALIF.
DON HAYWARD ASSOCIATES, ORCHARD LAKE, MICH.
LEEDS AND NORTHRUP CO., NORTH WALES, PA.
MANUFACTURER'S REPRESENTATIVE, ST. LOUIS, MO.
INGERSOLL

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